

SBA Connections

News from the Connecticut District Office

November, 2004

Kenneth A. Silvia, District Director

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All of the SBA's programs and services are provided to the Public on a nondiscriminatory basis.

Greta Johansson, Deputy District Director

Hello, partners. Our loan volume started off with a bang, with 7(a) loans way ahead of goal. We also have three micro loans booked so far – not on last years' pace, but still a great start. As of November 19 we have nine 504 loans booked. This is the lending area that received the biggest goal increase, up to 116 this year. This means we need about 11 per month for the rest of the year. This is a big challenge, but the market will bear it. So, **look to the 504 program and our CDCs for your fixed asset deals.**

Points to remember that make our 2005 needs different from prior years:

- Loans to new business is a new goaling area. For 2005 we would like 256 or more of the 7(a) and micro-loans to go to new businesses. Please remember to code your loans as new or existing -- we haven't followed up on this coding in the past, but will be soon. The basic definition for "new" or "start-up," terms we use interchangeably, is a firm that has been in business for two years or less.
- Loans to businesses owned by women, minorities and veterans, as well as loans to business in rural areas and other location-specific areas (HUBZone, LMI, etc.) are grouped together this year under the title "Competitive Opportunity Gaps - COGS."
- IT loans will continue to be tracked separately, and don't forget about SBA Export Express, which has a higher guaranty percentage. So if the business exports or is going to be able to, consider this program.

Small Business Week Nominations Are Now Being Accepted!

It's not too late to send in your nominations. We are looking for nominees in a newly named award category, SBA Family-Owned Small Business which will be given in honor of Jeffrey Butland. Listed are below are the nominations categories:

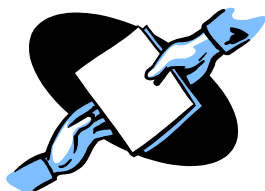
Small Business Person of the Year
Small Business Exporter
SBA Young Entrepreneur
Veteran Small Business Champion
Minority Small Champion
Women in Business Champion
Small Business Journalist
Home-based Business Champion
Financial Services Champion
SBA Family-Owned Small Business

Thanks, and see you soon!

Get to Know Your Connecticut District Office Staff

SBA Special Programs Representatives
(860) 240-4700

Hugh Curley Chambers of Commerce / Colleges	Hugh.Curley@sba.gov	Ext. 222
Debra Dillon Public Information Officer	Debra.Dillon@sba.gov	Ext. 242
Kitty Duncan Women's Business Ownership	Kathleen.Duncan@sba.gov	Ext. 236
Lorraine Green Women's Initiatives Support	Lorraine.Green@sba.gov	Ext. 252
Ginny Griffin Women's Business Center Representative	Virginia.Griffin@sba.gov	Ext. 233
Ken Hayden Freedom of Information Contact	Kenneth.Hayden@sba.gov	Ext. 260
Kathy Jennings HubZone, CCR & SDB Contact	Kathleen.Jennings@sba.gov	Ext. 227
Harvey Morrison Veteran's Affairs Representative	Harvey.Morrison@sba.gov	Ext. 232
Frank O'Neill 504 / CDC Coordinator	Francis.Oneill@sba.gov	Ext. 244
Nicole Parent Bank Information Coordinator	Nicole.Parent@sba.gov	Ext. 243
Jessica Rivera Bi-Lingual Contact – Spanish	Jessica.Rivera@sba.gov	Ext. 230
Stephanie Scott Disability Contact	Stephanie.Scott@sba.gov	Ext. 221
P. Edgardo Tarrats Servicing Center Liaison	P.Edgardo.Tarats@sba.gov	Ext. 238



Entrepreneurial Client and Service Definitions

Information Notice 6000-788
November 15, 2004

Beginning in FY 2005 (October 1, 2004), the Office of Entrepreneurial Development (OED) had also planned to implement the use of a new SBA Form 641 – Counseling Information Form, and a new SBA Form 888 – Management Training Report. However, the use of these forms is being postponed until FY 2006 (October 1, 2005). The reason for the delay is to allow for the new automated system (Entrepreneurial Development Management Information System version 2 (EDMIS2)) to be fully developed and tested prior to its use, and, to assure that the system and SBA's resource partners can collect all of the fields on the new SBA Form 641 and SBA Form 888. In FY 2005, SBA field offices and its resource partners will continue to use the old SBA Form 641 and 641A, (6/01) and old Form 888, (03-00). Copies of these forms are attached.

The Office of Management and Budget has granted SBA a one-year extension to continue the use of the old forms. This extension was granted with the understanding that SBA will collect race and ethnicity information for training attendees. All resource partners and District Offices providing counseling and training under ED client definitions must collect race/ethnicity information on training attendees. The race/ethnicity information must be collected in accordance with OMB Race and Ethnicity Standards, and must be reported on the attached SBA Form 2263 (11-04) or an equivalent. This information is already collected for ED counseling clients. Information on training attendees must be reported on SBA Form 2263 (11-04).

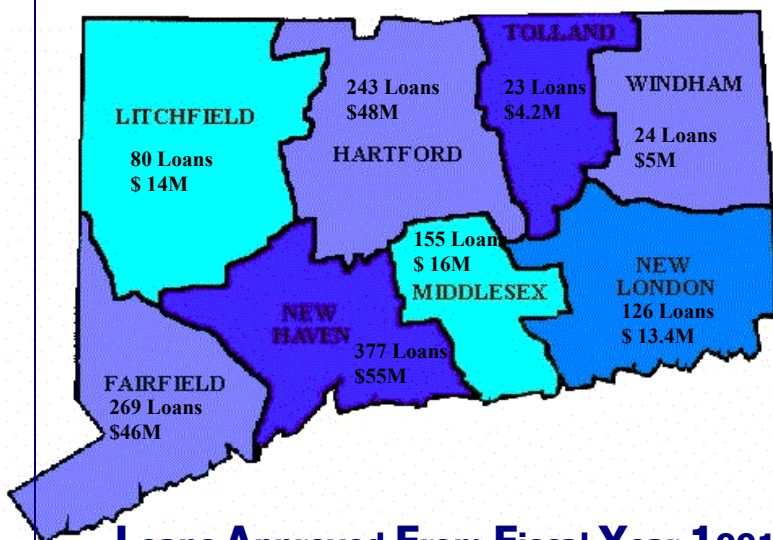
Upcoming Events

- | | | |
|------------|-----------|---|
| Dec | 09 | Monthly 8(a); BD/SDB; and HUBZone Workshop 10:00a.m. – 11:00a.m. at 330 Main St. 2 nd Floor, Hartford, CT
For more information contact kathleen.jennings@sba.gov |
| Dec | 10 | How to do Business with the Federal Government Gateway Community College 9:00a – 12:00p
p.edgardo.tarrats@sba.gov |

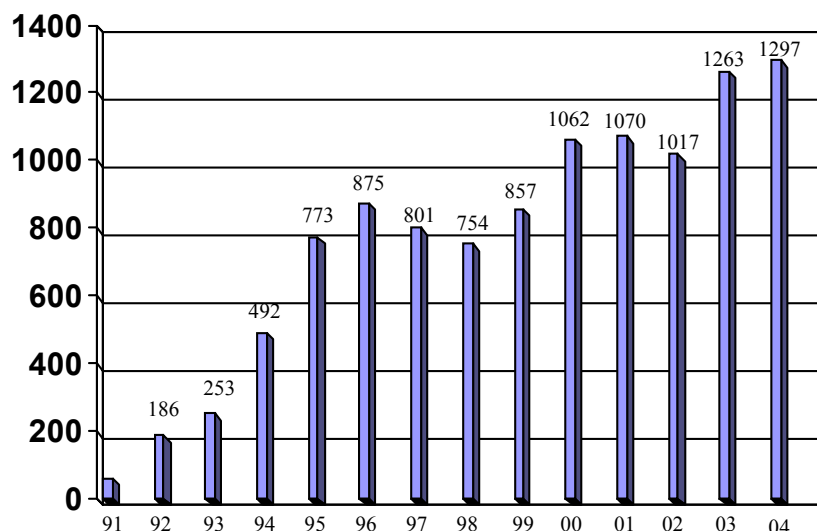
Check out our website for other ongoing seminars and workshops for small business www.sba.gov/ct

Connecticut District Office End of Year Statistics

SBA Loans by County 1297 FY 2005

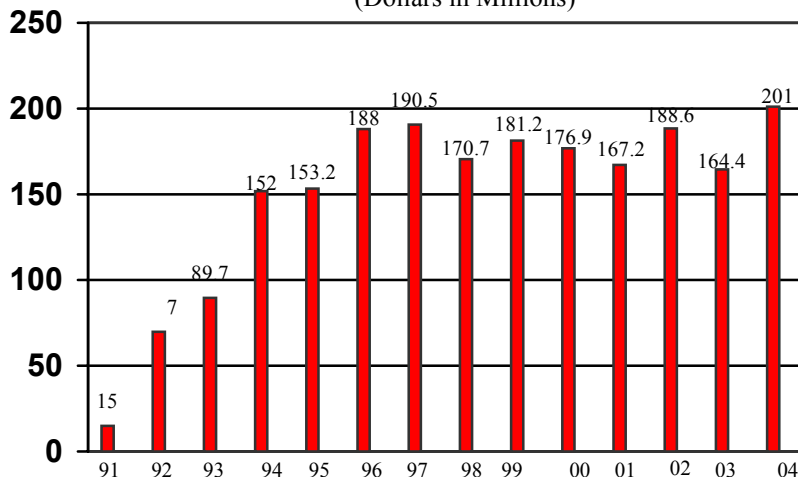


Loans Approved From Fiscal Year 1991 - 2004



Loans Approved Fiscal Year 1991 – 2004

(Dollars in Millions)



Help From Our Partners Through Counseling and Training

BIC – 2,299
SCORE – 8,349
SBDC – 5,751
WBC – 1,290

Loans by Congressional District

District 1

Congressman John B. Larson
Number of Loans – 250
Dollar Amount - \$49M

District 2

Congressman Rob Simmons
Number of Loans – 297
Dollar Amount - \$37M

District 3

Congresswoman Rosa DeLauro
Number of Loans – 325
Dollar Amount - \$48M

District 4

Congressman Christopher Shays
Number of Loans – 178
Dollar Amount - \$31M

District 5

Congresswoman Nancy Johnson
Number of Loans – 325
Dollar Amount - \$36M

**CONNECTICUT DISTRICT OFFICE
FY 2004 LOAN VOLUME BY LENDER
AS OF 10/31/04**

Citizens Bank	20	\$	812,500
Fleet National Bank	14	\$	383,500
Capital One, FSB	12	\$	535,000
CIT Small Business Lending Corp	10	\$	4,511,000
Webster Bank	07	\$	809,500
Newtown Savings Bank	07	\$	804,000
Thomaston Savings Bank	05	\$	1,300,000
Fairfield County Bank Corp.	05	\$	900,000
Peoples Bank	04	\$	925,000
NewMil Bank	04	\$	710,000
Connecticut Community Investment Corp.	04	\$	637,000
Cornerstone Business Credit	04	\$	175,000
Banknorth, NA	04	\$	161,000
NewAlliance Bank	03	\$	300,000
JP Morgan Chase Bank	03	\$	265,000
Business Lenders, LLC	02	\$	860,000
Citibank (West), FSB	02	\$	172,000
Union Savings Bank	02	\$	160,000
PNC Bank, NA	01	\$	1,775,000
Independence Bank	01	\$	610,000
Commerce Bank	01	\$	500,000
The Bank of Southern Connecticut	01	\$	465,000
Valley Bank	01	\$	465,000
Commercial Loan Partners, Inc.	01	\$	443,000
West Bank	01	\$	250,000
The Apple Valley Bank & Trust Co.	01	\$	200,000
First County Bank	01	\$	120,000
The First National Bank of Suffield	01	\$	110,000
HSBC Bank USA, NA	01	\$	100,000
Hudson United Bank	01	\$	70,000
Northwest Community Bank	01	\$	50,000
The Simsbury Bank & Trust Co.	01	\$	25,000
Sovereign Bank	01	\$	20,000
Savings Bank of Danbury	01	\$	17,000
TOTAL	128		\$19,640,500

The following list represents lenders providing first position financing in participation with 504 projects, with the 504 debentures included in the above list under the CDCs.

504 Loans		SBA Portion	Total Project
Webster Bank	02	\$ 178,000	\$ 710,000
Essex Savings Bank	01	\$ 443,000	\$ 1,223,000
NewMil Bank	01	\$ 184,000	\$ 440,000
NewAlliance Bank	01	\$ 155,000	\$ 465,000
TOTAL	05	\$ 960,000	\$2,838,000

SBA Success Story

Keeper Corporation, Inc.

Ken Porter, President

Twenty-five years ago, Ken and Barbara Porter decided starting their own business was the best way to gain independence and the lifestyle they wanted for raising their boys, then ages two and four. From this desire, and from their basement, **Keeper Corporation** was born.

Despite learning almost immediately that this endeavor required incredibly long hours, financial independence was well down the road, and the customers seemed to be in charge, the Porters found the challenges and rewards more than worth the work.

Keeper Corporation is a manufacturer of tie-downs, lashing straps, bungee cords, tow ropes and straps. Initially they worked from their basement, taking turns at a big, old industrial sewing machine. But after 2 ½ years, business had grown enough for them to move out of the house into larger space, and then even larger space. They moved to their current location in North Windham in 1994 with some help from the U.S. Small Business Administration and the Connecticut Business Development Corporation in the form of government guaranteed financing.

Conventional bank financing was not available at that time for this small but expanding manufacturer. "Without the 504 loan program we would not have been able to do that addition," said Ken Porter. This financing enabled the business to construct the addition to their manufacturing space, more than doubling their size while consolidating operations and enabling continued growth.

Part of the agreement with the financing was that Keeper Corporation would remain in Connecticut for

at least 10 years and would increase its employment from the 85 on board at that time to at least 120. And it worked. The business tripled in size; they exceeded their employee growth targets; and it is 10 years later and they are still here. For that matter, Keeper Corporation is now the only tie-down manufacturer still assembling their products in the U.S.



Ken Porter

Vincent Pellegrino, President of the Connecticut Business Development Corporation, worked with the Porters, the SBA and the Savings Institute. "This is the best 504 deal I ever made," said Pellegrino. "At a time when manufacturers in the area were closing down, including American Thread, this light manufacturer persevered and provided much needed jobs for women, high school graduates, and other area residents whose options in the area were otherwise limited." For over 25 years, and through economic good times and bad, the Porters stuck with it, stayed in the community that gave them their start, and have given back to that community through providing jobs, a stable tax base, and more.

There are many positive aspects to being successful entrepreneurs, but there are two in particular the Porters find most rewarding. "Looking back at the first 10 years, the whole process of starting a business where none existed before is still amazing," said Ken Porter. "But most importantly, we have provided jobs to 170 families, many of whom lived on the economic edge," he added. And the Porters credit these employees for the company's success, knowing that the continued growth and competitiveness of the company could not have been realized without excellent, dedicated employees.

You can learn more about Keeper Corporation by visiting www.keepercorp.com. To learn more about the SBA 504 loan program and other SBA products and services, visit www.sba.gov and www.sba.gov/ct.

SPOTLIGHT ON

Connecticut Connecticut District Office Highlights



More

Connections

SBA en Español www.sba.gov/espanol/

Hartford Economic Development Commission www.hartfordecodev.com

Federal Information and services to business www.business.gov

Hartford SBA OWBO-CT Entrepreneurial Center www.hartford.edu/sbaowbo or www.entrepreneurialctr.org

WBDC New Address

Stamford Government Center
888 Washington Blvd. Rm. 10-30
Stamford, CT 06904